Annual Report

conexus arts centre

2012-2013

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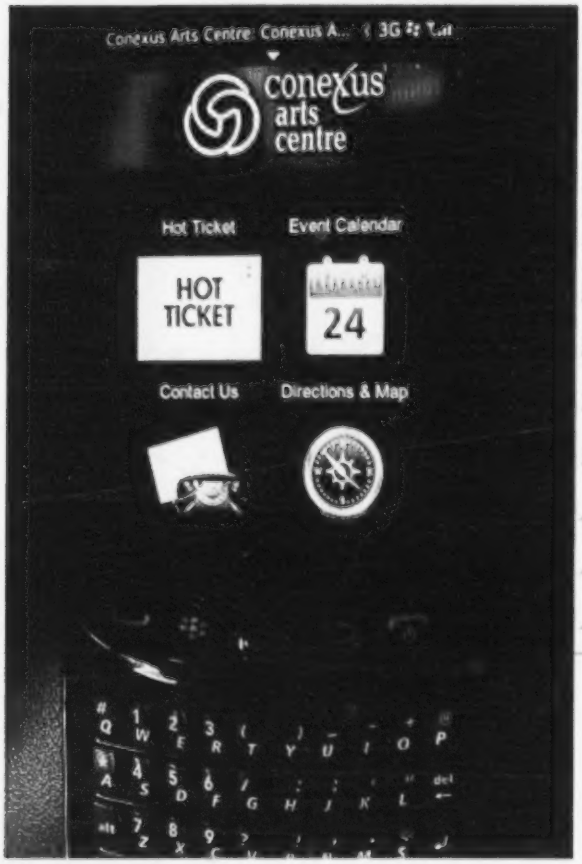
Connecting with Southern Saskatchewan and the world..



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LETTER OF TRANSMITTAL

To The Honourable Vaughn Solomon Schofield,
Lieutenant Governor of Saskatchewan

May it Please your Honour:

In accordance with Section 27(1) of the Saskatchewan Centre of the Arts Act, 2000 (Chapters S-10.1), I hereby submit the forty-third Annual Report on the activities of the Centre for the period from April 1, 2012 to March 31, 2013.

Respectfully submitted,

Kevin Doherty
Minister Responsible for the
Provincial Capital Commission

LETTER OF TRANSMITTAL

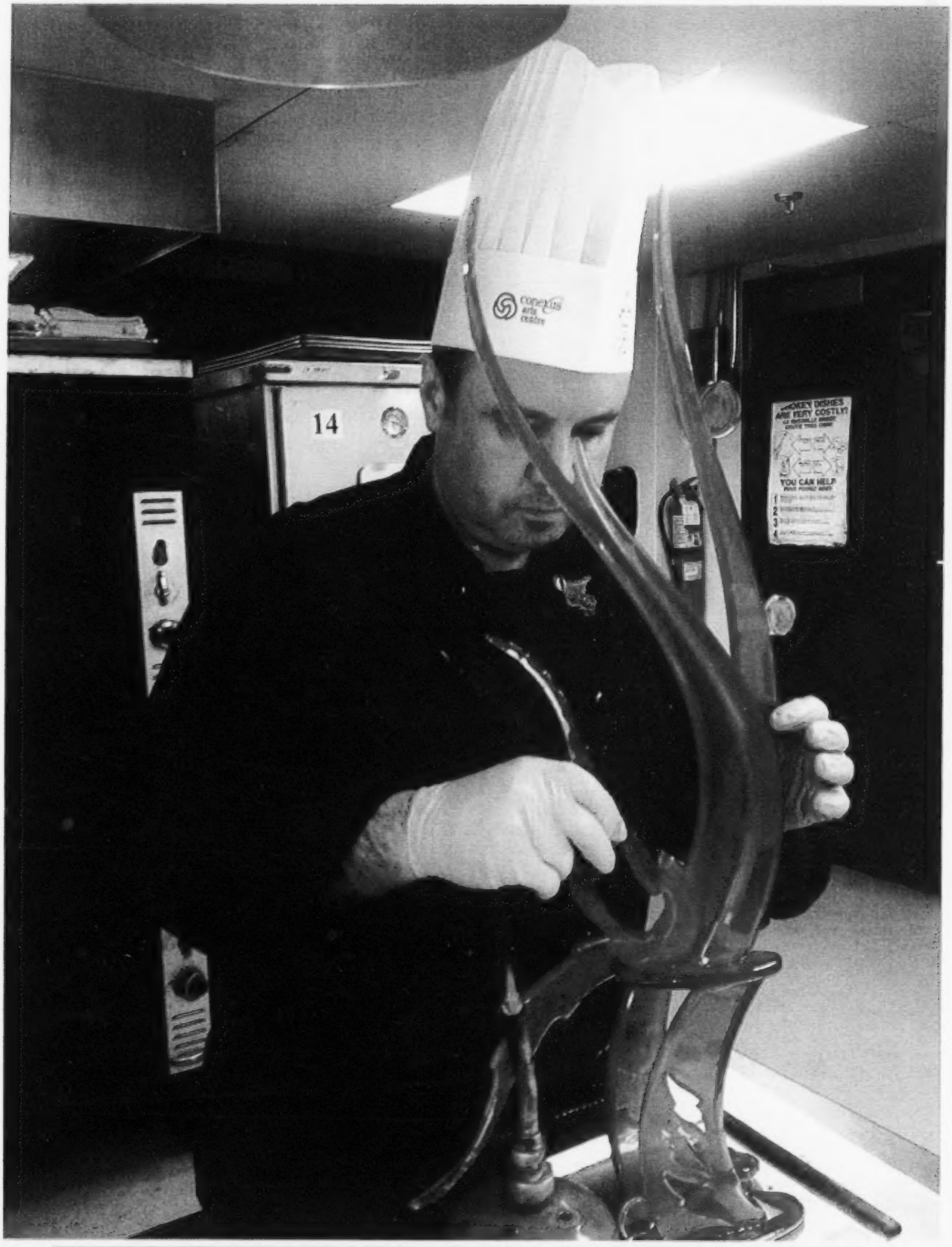
Honourable Kevin Doherty
Minister Responsible for the
Provincial Capital Commission

Minister:

In accordance with Section 27(1) of The Saskatchewan Centre of the Arts Act, 2000, I hereby submit the forty-third Annual Report on the activities of the Centre for the period from April 1, 2012 to March 31, 2013.

Respectfully submitted,

Fredrick D. (Rick) Mantey
Chair
Conexus Arts Centre



Chef Leo Pantel

BOARD OF DIRECTORS

THE HONOURABLE
KEVIN DOHERTY
—MINISTER RESPONSIBLE

PAST BOARD OF DIRECTORS

KEN NOBLE—CHAIR
TAMARA EMSLEY—VICE CHAIR
DOUG ALEXANDER
CLAIRE BELANGER-PARKER
GRAHAM HALL
JOCELYN HUTCHINSON
PATRICK MALONEY
JOYCE MARBACH

CURRENT BOARD OF DIRECTORS

RICK MANTEY—CHAIR
LIN GALLAGHER—VICE CHAIR
KENT CAMPBELL
MIKE CARR
RON DEDMAN
JIM GRAHAM
TWYLA MACDOUGALL
RICHARD MURRAY

Committees of the Board of Directors:

PAST AUDIT COMMITTEE

Ken Noble—Ex-Offico

Joyce Marbach—Chair
Tamara Emsley
Doug Alexander
Claire Belanger Parker
Pat Maloney

CURRENT AUDIT COMMITTE

Rick Mantey—Ex Offico

Twyla MacDougall—Chair
Jim Graham
Richard Murray

EXECUTIVE DIRECTOR'S REPORT

It has sincerely been a privilege for me to serve as CEO/Executive Director of The Conexus Arts Centre for another year and I welcome this opportunity to share the many successes we achieved in 2012-2013, as well as the great opportunities we have to look forward to in the coming year and beyond.

This has been an exciting year of change for the Centre including replacement of the stage fly system, parking lot upgrade and installing a new box office ticketing system, At the Conexus Arts Centre we are passionate about the arts and we are also committed to helping our clients produce great theatre, convention and catered events.

World class performances that graced our stage in 2012-13 included performances for every demographic from youth to seniors. Symphony, ballet, country music, comedy, children's performances, Broadway musicals, rock, folk and much more. Once again, a number of sell-out successes resulted from the innovative and diverse programming offered by the Conexus Arts Centre. Over 116,000 patrons attended 161 performances this year. The Regina Symphony Orchestra, The Royal Winnipeg's Sleeping Beauty, Moscow Ballet's The Great Russian Nutcracker, Blue Rodeo, Little Big Town, The Tenors. the Broadway Musical Mamma Mia and Yanni are only an example of the many fine performances presented.

In addition to the variety of entertainment events presented in our theatre, this year the Centre hosted 653 catering and convention events including, dinners, receptions, meetings, weddings, trade shows, conventions, graduations and fund-raising events serving over 145,000 guests.

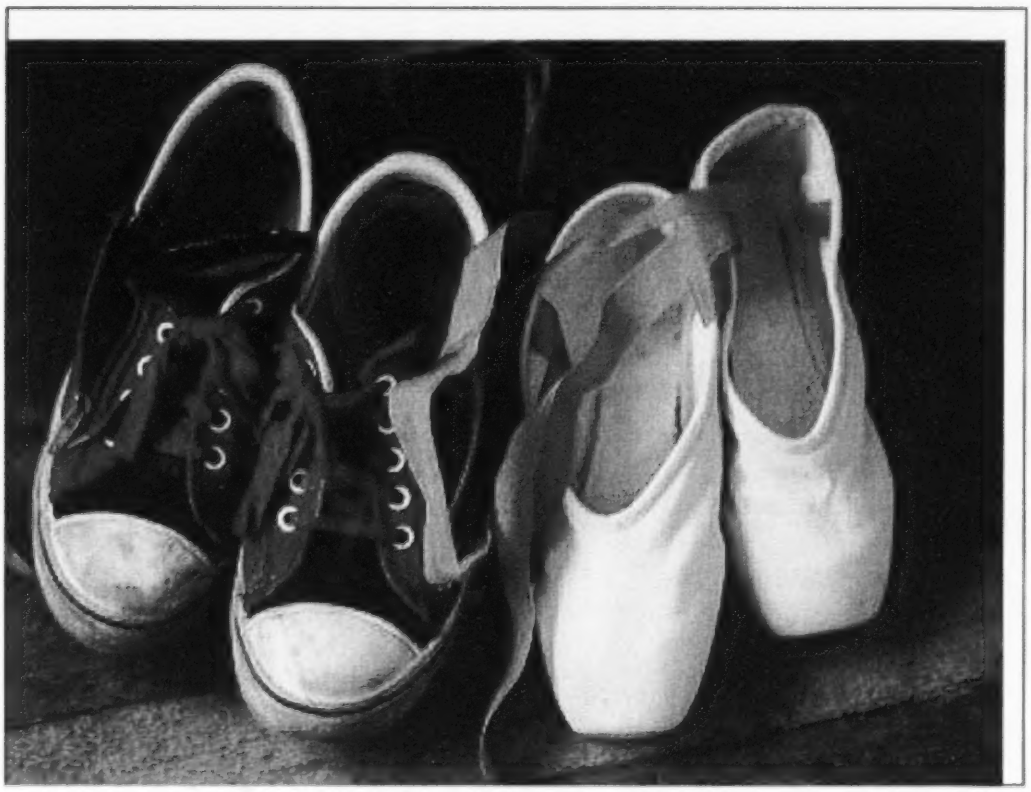
I would like to thank the Board of Directors for their support throughout the year. I would also like to thank the government and the people of Saskatchewan for the encouragement given to the management and staff of the Centre throughout the year.

The staff of The Conexus Arts Centre share a passion for this industry. Our staff understand and are committed to the goals and the mission of the Centre. Management places a high priority on our budgeting and strategic planning process in order to identify the most financially efficient method of achieving our goals.

We are excited about the new challenges and opportunities which we will be presented with in the next fiscal year. We look forward to once again meeting our goals and objectives while providing world-class entertainment and excellence in convention/catering services to the people of Southern Saskatchewan.

Respectfully submitted,

Jim McCrum,
Executive Director



PATRONS

Patrons Council Members

Conexus Credit Union
Molson Canada
Sasktel
Pepsi Bottling Group (Canada) Co.
Jacqueline Shumiatcher and the late Dr. Morris Shumiatcher
Taylor Automotive Group
CTV
Rawlco Radio
The LeaderPost
Big Dog 92.7
Audio Warehouse
Success Office Systems
Treasury Wine Estates
A-1 Rent-Alls
S.G.I
Saskatchewan Blue Cross
Captive Audience Advertising
Access Communications
Prairie Dog Magazine
Corby Distilleries Ltd.
CJTR
Storm Applied Technologies

MANAGEMENT

"THIS INDUSTRY IS OUR PASSION!"

Jim McCrum—Executive Director

Pat Beanland—Finance & Administration Manager
Brent Elsner—Sous Chef
Leo Pantel—Executive Chef
Colette Perras—Hospitality Services Manager
Lynn Severt—Client Services Manager
Shari Tourscher—Theatre Services Manager

MISSION

To enhance the quality of life for the people of Saskatchewan by providing exceptional facilities, programs and services for entertainment, educational and cultural activities in a cost effective manner.

GOALS

To provide quality facilities, programs and services for entertainment, educational, social, conferences and cultural activities.

To contribute positively to the art, entertainment, educational and cultural communities in Saskatchewan.

To engage in entrepreneurial activities to promote the use of the Centre.

To develop a positive relationship with government, media, and the public.

To promote arts and educational activities for all ages, with special attention to the youth, to ensure continual audience development now and in the future.

To provide opportunity for staff development by building a high level of morale and productivity.

To operate in a fiscally responsible manner.

WHO WE ARE

The Conexus Arts Centre is an Agent of the Crown responsible for providing facilities for entertainment, exhibition and the promotion and presentation of sporting, artistic, educational and cultural activities of a local, provincial, national or international nature. In addition the Centre is to provide catering and convention services. The Conexus Arts Centre achieves this through fair and cost-effective marketing..... delivered by employees experienced in many aspects of the hospitality industry.

As of March 31, 2013, the Conexus Arts Centre employed approximately 412 staff, with 22 being full-time. Approximately 247 employees are members of the Retail, Wholesale, Department Store Union (RWDSU) and 143 employees are members of the International Association of Theatrical and Stage Employees (IATSE) local 295.

The Conexus Arts Centre operates under The Saskatchewan Centre of the Arts Act, 2000, and works in partnership with a broad range of stakeholders and clients, including: RWDSU, IATSE, Tourism Regina, Government Services, Tourism Saskatchewan and the Saskatchewan Liquor and Gaming Authority (Please see Appendix B for an overview of the Centre's stakeholders and partners).

The Conexus Arts Centre is divided into three primary departments:

- Theatre: The Theatre department is responsible for the booking, marketing and delivery of arts and entertainment performances hosted at the Conexus Arts Centre. This department is also responsible for the Box Office services of the Centre, and its outlets.
- Convention/Catering: The convention & catering department, Client Services is responsible for booking, marketing and delivery of conventions, meetings, banquets, tradeshows and special events hosted at the Centre. This department is also responsible for the public relations and community information. Client Services is also responsible for the maintenance and day-to-day operation of the building.
- The Corporate Services and Human Relations Department: This department provides financial, administrative, procurement, information systems and audit support services to the organization. This department also provides organizational development, communications and human resource services to the Centre.

OVERVIEW

The Conexus Arts Centre provides facilities to a diverse group of clients ranging from local organizations and individuals to provincial, national and international clients.

The Arts Centre ensures that customer needs are met by offering wide and versatile convention and catering opportunities as well as providing flexible theatre services. The Catering and Convention department continues to place a greater emphasis on providing custom services and individualized menu options for clients.

The Catering/Convention department serviced 145,556 clients in 2012-13 at 653 events. 111 of these events were new events to the Centre. These events are broken down into the following categories: 378 were meetings with attendance of 11,338, 22 were seminars or conferences with attendance of 8,319. The Centre hosted 71 breakfast and luncheons with attendance of 4,475, 25 receptions with attendance of 5,222, seventy-eight dinners and banquets with attendance of 18,836 guests. Trade shows numbered 72 with attendance of 67,241. Weddings, anniversary parties, baptisms and funerals numbered forty-four with 6,710 guests attending, 13 were graduation receptions, 1 dance with attendance of 156, and there were 49 other events that included 12,563 guests.

The Theatre department featured 161 performances in 2012-13 with attendance of 116.000 patrons. These events are broken down into the following categories: We hosted 4 country performances with attendance of 3,750, 23 children's shows with attendance of 13,733. The Regina Symphony Orchestra presented 16 performances at the Centre with attendance of 17,703 guests. We hosted 1 Jazz performance with attendance of 1,387 guests. There were 40 rehearsals on stage, plays and auditions with attendance of 1,835, Rock shows accounted for 3 performances with attendance of 4,724 guests, 14 were Graduation/convocation ceremonies with attendance of 14,554, 25 performances were ballet/dance performances and recitals with attendance of 14,992. 7 performances were musicals with attendance of 6,217, 3 events were choir with attendance of 2,983, 1 event was classical music with attendance of 1,157, 2 were sporting events with attendance of 1,586, 7 were comedy shows with attendance of 10,581 and there were 11 other performances with attendance of 20,798.

The Conexus Arts Centre is proud to have hosted such a wide and versatile array of events and performances in 2012/13.

INTRODUCTION

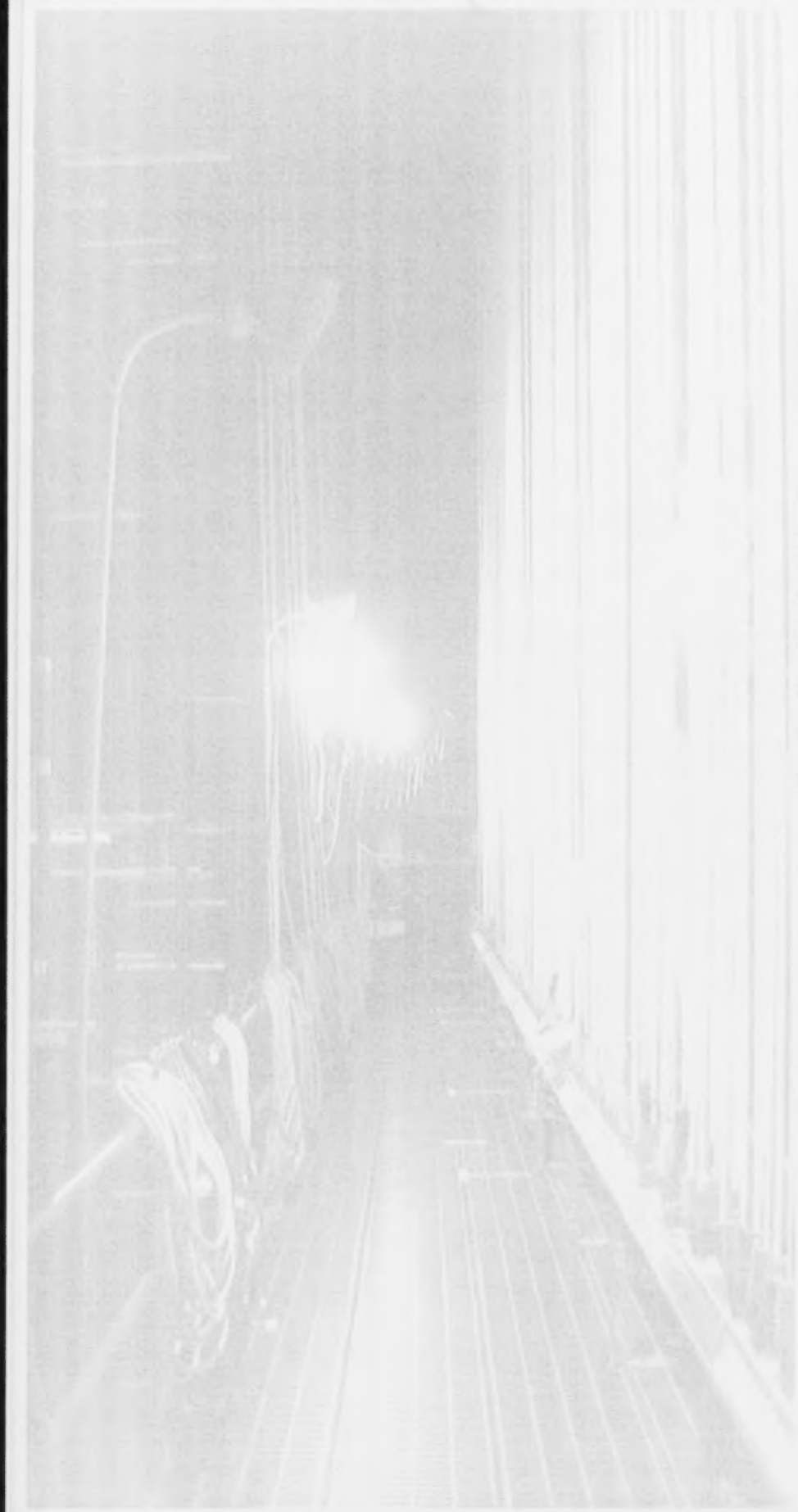
The 2000-01 provincial budget address announced that the government would be implementing a new accountability framework over the next few years, "Giving Saskatchewan people solid reference points by which to judge the performance of their government". The continuing improvements in The Conexus Arts Centre's Annual Report are tied to the ongoing implementation of this broader initiative.

The Conexus Arts Centre's Annual Report serves two functions:

1. It contains information on the results for the goals, objectives and key actions which were published in the 2012-13 Performance Plan which was released in the 2009-10 Annual Report.
2. It reports accomplishments for 2012-13.

The Conexus Arts Centre is committed to reporting progress on its plan, and to enhancing accountability to the public and to its stakeholders. The Conexus Arts Centre's long term strategic plan included a series of planned actions for 2012-13 and a set of performance measures to be used to gauge progress. The Conexus Arts Centre has provided information on its results and measures for 2012-13.

The Conexus Arts Centre's 2012-13 Corporate Balanced Statement identifies the key outcomes that the Conexus Arts Centre is working to achieve and how these outcomes will help the Conexus Arts Centre meet it's vision. The Balanced Statement is the result of an intensive planning effort and is a multi-year plan. The plan will continue to evolve over time and will continue to be reported in the Conexus Arts Centre annual reports.



Goal 1

To provide quality facilities, programs and services for entertainment, educational, social, conferences and cultural activities.

This section provides detailed information on the key initiatives, major outcomes and specific results for The Conexus Arts Centre during the 2012-13 fiscal year with respect to our goals. Additional information about the Conexus Arts Centre strategic direction, including a complete review of its performance measures, key actions and objectives, is provided later in this report.

Goal 1: To provide quality facilities, and services for entertainment, educational, social, conferences and cultural activities while maintaining the integrity and financial health of the facility.

Providing quality facilities and services is paramount to the Centre's success and therefore in 2012-13, The Conexus Arts Centre defined a range of key actions and initiatives that support this focus on continually updating and maintaining our facility and improving our customer service.

Maintenance of Facility:

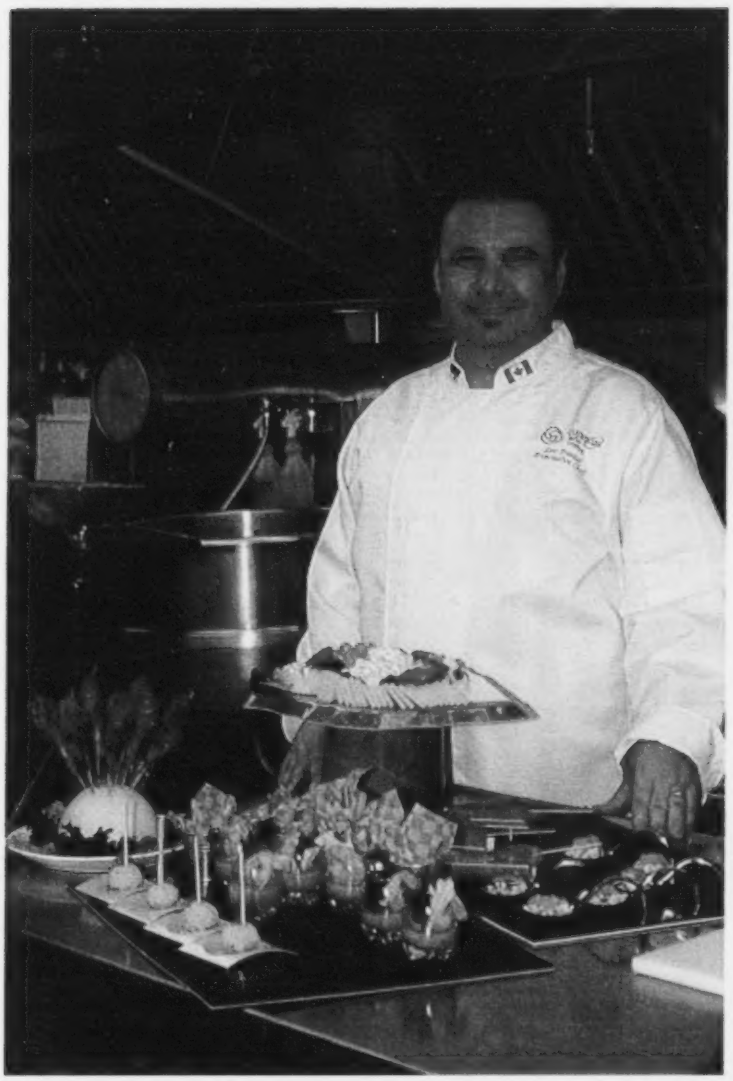
In 2012-13 the stage rigging system was replaced. A safety inspection of the fall arrest system was conducted. The parking lots were refurbished as well as a new upramp was installed. A new electrical panel was installed. Many upgrades were done to the Shumiatcher entrance including new doors and tiling. Upgrades were made to the wireless door sensors. We replaced pressure valves on the chillers and repaired the loading dock seals. A new entrance door was installed at the downramp. Receptacles were installed in several stage pockets for added versatility to the increasing power requirements in the area. The Centre purchased new lights for the stage replacing lights that are no longer able to be repaired. The Centre completed general painting of the building. New locks were implemented for many of the doors at the Centre.

Technology:

In 2012-13 Centre marketing continued to focus on digital technology including the web-site, Facebook and Twitter. We continued to refine the web-site to ensure user ease and providing updated and accurate information on all digital media was a priority. We installed a separate wireless internet system for the backstage area that is password protected to allow promoters and CAC staff separate access. We installed a new server and purchased new computers for the accounting department. A new ticketing system was installed and training held for staff. We installed a separate access point which will operate with the new scanners for the ticketing system. We installed wiring for a second ATM in the front entry of the Centre. We replaced several CBO systems and two CBO ticket printers as well as purchasing four scanners to prepare for ticketing scheduled for implementation in the new year. The Centre's Technology Committee continued to meet regularly throughout the year.

Customer Service/Knowledge Training: The Conexus Arts Centre continued to provide training programs and seminars including departmental team building and publishing information on Centre standards and practices in the staff newsletter. Client Services Staff continued the national certification process in Special Events Co-

ordinator and Special Event Manager. We continued to acknowledge our customer service excellence through our employee recognition program, The Spotlight is on you.



Executive Chef Leo Pantel

Goal 2:
To contribute positively to the art, entertainment, educational and cultural communities in Saskatchewan

Goal 2 To contribute positively to the art, entertainment, educational and cultural communities in Saskatchewan.

The Conexus Arts Centre strives to develop additional ways to contribute to the entertainment, educational and cultural communities in Saskatchewan. The Centre set objectives to continually improve on this critical component of The Conexus Arts Centre's direction.

Programming Plan:

In order to support provincial non-profit organizations through sponsorship initiatives the Centre worked in collaboration with promoters, producers and sponsors. Some of the events the Centre co-promoted or sponsored in the fiscal year 2012-13 included: Breast Cancer Action Saskatchewan, Lonsdale Boxing, YWCA Women of Distinction Tea, Posh in Pink, Friends of Wascana Marsh, The Regina Symphony Orchestra, The Royal Canadian Legion, Regina Chamber of Commerce, Regina Public Library, Do it with Class, Welcome Wagon, The United Way, Western Canada Ringette Association, AIDS Regina, Santa's Anonymous, Canadian Club, Canadian Humanitarian Association, Regina Catholic Schools, Arthritis Society, Regina Business and Professional Women, North Central Family Centre, Kinsmen Foundation, Chinese Cultural Society, Jingle Bell Run, Festival of Trees, Wascana Progress Club, Saskatchewan Sports Hall of Fame, Saskatchewan Express, Tourism Saskatchewan, Regina Professional Event Planners Association, Lions Sight, Ranch Ehrlo Society, Philippines Association of Saskatchewan, Regina Cosmopolitan Club, Women of the Dawn, Nature Saskatchewan, Dance Plus, Dance City, RROC, Eastview Rotary, GrainMillers, Friends of Wascana Marsh, Regina Humane Society, LADS Youth Care, Organic Connection, Prairie Conservation Action, Heritage Canada, Hockey Regina, Conquest Boys Club, Regina Police Cadets, Daughters of Penelope, Saskatchewan Prayer Breakfast, Regina Stitchery Club, Luther College, Mayor's Luncheon for Business and the Arts, Sask. Visible Minorities, Cougar's Women Basketball, First Nations University of Canada, Nursing Education, Sask. Institute of Industry and Technology, University of Regina, Sask. Police College, First National Circle of Honour, Welcome Wagon, Prairie Piecemakers, Daughters of Penelope, Wascana SaskTel Summer Invasion, Canadian Diabetes, Treaty Four, Balfour High School, Dr. Martin LeBoldus High School, Winston Knoll High School, Thom Collegiate, Campbell Collegiate, Walker School, Queen City Marathon, Campbell Collegiate After-grad, Greenall High School Alternative Education Work Program, Riffel High School, Regina Public Schools—Work based learning program, Scott Collegiate, Canadian Human Resource Tourism Education Council, Saskatchewan Cancer Society, Youth Ballet of Saskatchewan, Joints in Motion and Optimist Band Festival.

Youth: The Centre's goal of working with schools and associated educational organizations to create opportunities for youth to perform or attend arts and educational events at the Centre was once again a priority in 2012-13. This included arrang-

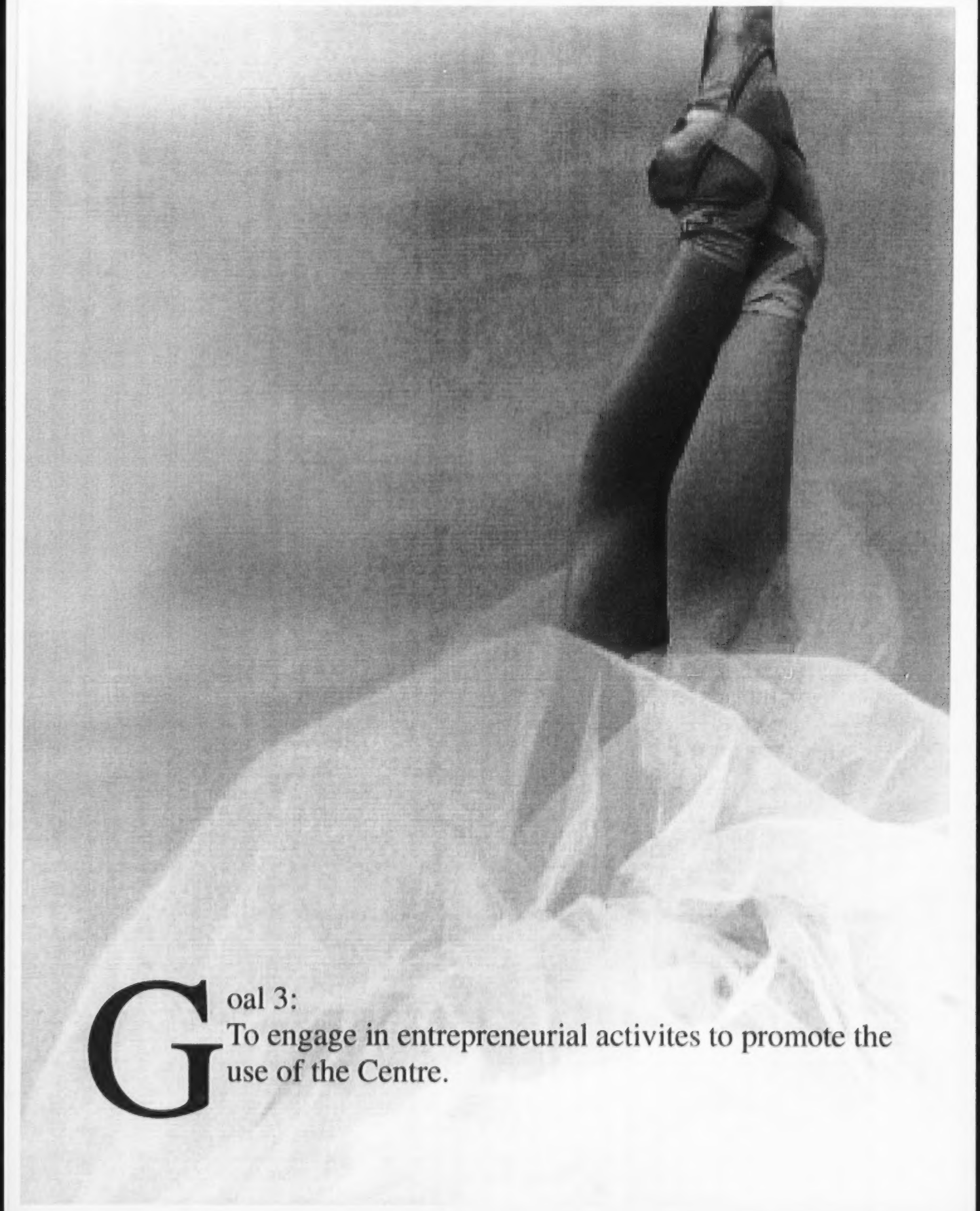
ing tours for several high schools. We offered non-profit rates to The Regina Symphony Orchestra, Do It With Class, New Dance Horizons, Martin School of Dance, Youth Ballet of Saskatchewan, Dance Plus, Saskatchewan Express, O'Neill High School. We provided our air bounce amusement game to many schools from Regina Public, Regina Catholic and Prairie Valley School Division. We also worked with SIAST and Greenall High School to provide work placements.

Entertainment/Promotion:

The Centre continues to strive to present a wide variety of entertainment programming. The Centre presented the following family entertainment in 2012-13 The Regina Symphony Orchestra, Regina Kinsmen—Telemiracle, Youth Ballet Company of Saskatchewan, Lord of the Dance, Do it With Class's Seussical The Musical, Shen Yun, Candance, O'Neill High School Choir, Dance Plus, Saskatchewan Express, Dance City, Martin School of Dance—Danskapades, Regina Catholic Schools Christmas Concert, Downtowner's Optmist Band Festival, Pet Expo, Mamma Mia, Yanni, Beatles Rain, Video Games Live, Moscow Ballet—Great Russian Nutcracker, Celtic Thunder, Independence Day—India Day, Max and Ruby, The Huron Carol with Tom Jackson, Class Act's Nutcracker Ballet, Little Big Town, Tegan & Sara, The Tenors, Blue Rodeo, Diana Krall, Strawberry Shortcake and Royal Winnipeg Ballet—The Sleeping Beauty Ballet.

New Relationships:

We are pleased to continue to develop our partnership with our patrons.



Goal 3:
To engage in entrepreneurial activites to promote the use of the Centre.

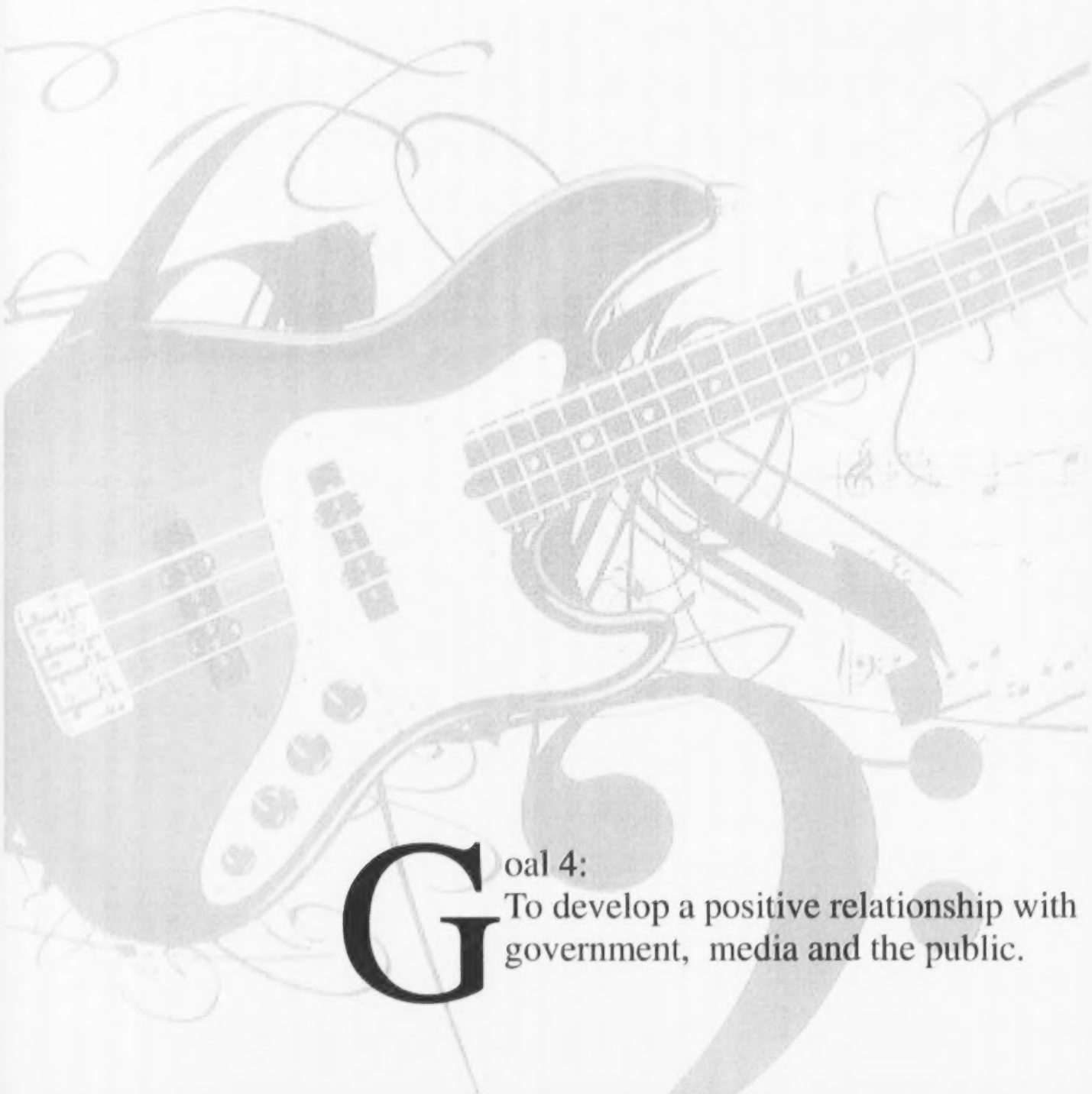
Goal 3: To engage in entrepreneurial activities to promote the use of the Centre.

The Centre continues to work with various groups to present as many activities at the Centre as possible. In 2012-13 our objective was to work with at least five new organizations.

New Events:

New events held at the Centre in 2012-13 included: Can West Health Show, Rona Home and Garden Show, Beaulieu Flooring, Regina Baby Expo, Oscana Chief Piapot Celebration, Korean Alliance Church, Levine School, Hills Pet Nutrition, Pure Fashion, Canadian Diabetes Association, Queen City Kinsmen, Women of the Dawn, Sask. Indian Inst. Of Technology, NEPS Grad, Ford Canada, Sask. Roughrider Football Club, MacPherson Leslie, Tyerman, Beyond Ent., Canoe Racing Club of Regina, HIROC, 1st Nations Circle of Honour, Wascana Racing, CLS Job Fair, NDP, National Treaties, Fight Night for Breast Cancer, Convatac, CLR, Sask. Hockey, RBC Dominion, Sk. Central, RQHR Christmas Party, Kard Sharks, Rona Christmas Party, ehealth Saskatchewan, Regina Leader Post Spelling Bee, Wascana Federal, O & T Farms, Executive Council, Can. Am Martial Arts, UA Local 179, PCAP, Regina Y Judo, University of Saskatchewan, GMS, Teagan Littlechief, Direct West—Christmas, Rap Session—Ministry and Viterra.

Other Opportunities: The Centre continues to aggressively pursue the wedding business as well as working with RROC (Regina Regional Opportunities Corporation) Attractions Regina Team to invite groups and organizations to host their events at the Centre. We again worked with Breast Cancer Action Saskatchewan to present a Ladies Night Out in October as well as to present A Pet Expo. We continued our relationship with Festiv-Ale which produced the Festiv-Ale Beer Festival in February. We also worked again with Can West Shows of Calgary to encourage them to bring tradeshows to Regina. We worked with Canwest to present Taboo—the Naughty but Nice Trade Show. The Centre worked with the Regina Symphony Orchestra throughout the year. We also continued to actively encourage our promoters to continue making the CAC their preferred choice for facilities in Regina.



Goal 4:
To develop a positive relationship with government, media and the public.

Goal 4: To develop a positive relationship with government, media, public and all related organizations and individuals.

A key part of the Conexus Arts Centre's role focuses on developing positive relationships with the community. Key activities in 2012-13 included:

Community Participation:

The Conexus Arts Centre continued to be very active in various Regina, Saskatchewan and international organizations and groups in 2012-13. Representation included membership in: Regina Chamber of Commerce, Regina Professional Event Planners Organization, International Standards for the International Event Manger Certification Committee, Saskatchewan Tourism Education Council, International Association of Event Managers, Regina Chapter of the Canadian Pension & Benefits Institute, Qu'Appelle Canada Day Committee, Southeast Regional Library, Regina Convention Team, Regina Canada Day Committee, Queen City Marathon, Regina Humane Society, YWCA Women of Distinction Awards Gala Committee, Regina Executive Club, Indian Head Air Cadets, James Hamblin School Arts Festival Committee, Qu'Appelle Fire Department and 1st Responders, Qu'Appelle Spirit Community Newspaper, Apprenticeship and Trade Advisory Board for the Cooking Trade, Culinary Arts Foundation of Regina, Canadian Culinary Federation, Greek Charity Golf Tournament and Olive and Grape Harvest Festival, Food Services Co-ordinator for the Greek Pavilion for Mosaic, Facility Chair for the Gourmet & Glass, Culinary Tour Consultant for Sask. Tourism, CarMichael Outreach Committee, Culinary Federation—Regina Branch and Wascana Partners.

Key Stakeholder Relationships:

In order to best provide measurable results in developing positive relationships the key stakeholders have been segregated:

The Government: The Conexus Arts Centre plays a key role serving as the voice of the public to the Government—municipal and provincial. In that role, the needs, concerns and issues, as well as the accomplishments are conveyed to the various departments. We also act on behalf of the government to ensure that we become better advocates of the arts through our relationships with elected officials and government staff.

The Media: The Centre developed a Media Relations Plan in 2012-13 including on going development of relationships with each Regina media outlet in every medium. This has continued to translate into frequent mentions on CTV, Harvard, Rawlco and CJTR Radio. Partnerships with national media and marketing personnel continues.

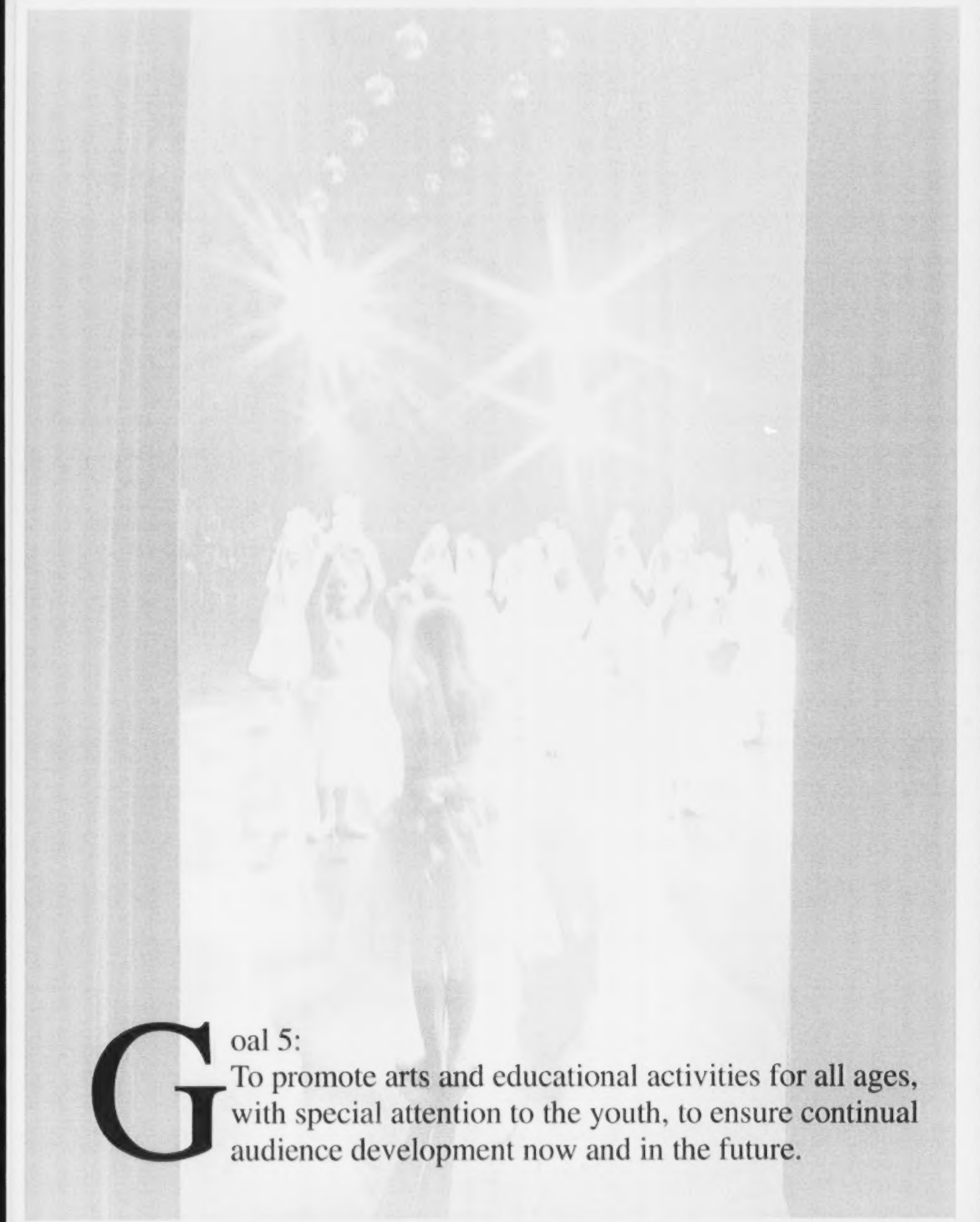
The Public: In 2012-13 we continued to provide feedback information forms to our clients and sending out questionnaires via email and fax with focus on feedback through our website, facebook and twitter. We distributed our direct

Catering Surveys to over 6500 email subscribers. In this survey 95 to 99% of respondents rated the Centre very good to excellent in such categories as staffing, service, cleanliness, comfort of facility, value of the Centre, Centre's support of developing performing arts, support of non-profit organizations, Centre's profile in our community, marketing, food quality and menu selection. We added direct question and opinion polls to eblasts and facebook throughout the year. We provided many event updates on Twitter. We also continued doing surveys at theatre events asking guests: How would you rate our staff at the Centre—Box Office, Ushers, Bar, Coat Check, Other Staff. How would you rate the following at the Centre. Cleanliness of Public Areas, Comfort of theatre, Temperature, Décor, Access to Parking Areas, How would you rate the following at the Centre: The value of the Centre's importance in our community, The Centre's support of the development of Performing Arts in our community, The Centre's support of non-profit organizations and community activities, The Centre's support of academic and artistic development of youth in our community, The Service at the Centre, The Centre's profile in our community, The marketing of upcoming shows at the Centre, The food quality, The Menu selection. We also asked : What type of performing arts events do you like to attend: Choices included: Classical, Country, Musical Theatre, Rock, Jazz, Children's, Urban, Ballet, Comedy and Other. We were very pleased in the increase in all areas. We distributed eblasts on what is happening at the Centre, including new shows and events throughout the year. We continue to provide daily updates on our facebook account and promoted this extensively. We were pleased to have the number one followed facebook page across comparable theatre facilities throughout Canada. We followed a number of Regina Attractions in addition to the other Canadian and Saskatchewan facilities to monitor their social media usage. We continue to review the duty manager reports at weekly management meetings. Client Services continues to follow up with clients in person or by telephone as soon as possible after an event. We undertook consultation with promoters and research of other venues to ensure that we are competitive in our pricing, and our mission to maintain the highest possible level of customer service to our clients.

Mark in the Community:

The Conexus Arts Centre's 2012-13 marketing plan focused on internet, email and social media marketing. The Conexus Arts Centre Connection continued to be an important part of our branding that was used across all forms of media including radio, print and newsletters, etc. The electronic billboard advertised events at the Centre throughout the year. The web-site was updated during the year and kept current. We added a mobile site.

We continued with the Centre Cares Program. This program saw a collaboration between the Centre, various show promoters, SGI, and North Central Family Centre. The Marketing Committee continues to meet weekly. This committee identifies new opportunities to develop our marketing and increase our visibility in the community. The results of these meetings are reported to the management team at the weekly management meetings. We also continued to offer various random draws from our Facebook Page and web site as well as special deals for members of our on-line community.



Goal 5:
To promote arts and educational activities for all ages, with special attention to the youth, to ensure continual audience development now and in the future.

Goal 5: To promote arts and educational activities for all ages, with special attention to the youth to ensure continual audience development now and in the future.

We continually improve our programming for youth and seniors. We have developed new programs specifically designed to provide opportunities for these audiences.

Subsidy Program: The Centre once again worked with Do It With Class to provide reduced priced tickets for their matinees for students. We provided reduced rental rates for the following organizations: Regina Symphony Orchestra, India Canada Association, Regina Catholic Schools, Youth Ballet Company of Saskatchewan, Telemiracle—Kinsmen, CanDance, O'Neill High School, Dance Plus, Dance City, Saskatchewan Express, Martin School of Dance, SIAST, Greenall High School, Balfour Collegiate, Dr. Martin Leboldus High School, Winston Knoll and Campbell High School.

Youth: The Conexus Arts Centre hosted the following shows in 2012-13. Regina Symphony Orchestra Children's Concert, O'Neill High School Concert, CanDance, Youth Ballet of Saskatchewan, India in the Park, India Canada, Pet Expo, Regina Catholic Schools, Mayor's Awards for Business and the Arts, India Canada Gala, Chinese Cultural Society Gala, Optimist Band Festival, Telemiracle, Moscow Ballet—Nutcracker, Class Act—Nutcracker, The Huron Carol with Tom Jackson, Max and Ruby, Mamma Mia! Elvis, Elvis, Elvis, Yanni and Video Games Live.

Seniors: Not specifically targeted but senior friendly events included: The Regina Symphony Orchestra, the Conexus Arts Centre Pet Expo, the many youth dance performances as well as a wide variety of theatrical performances including Gerry Dee, Gene Watson, Ronnie Dunn, Mamma Mia! Yanni, India in the Park, Seniors Concert, KD Lang, Elvis, Elvis, Elvis, John Pinette, Beatles Rain, Do it with Class—Twelfth Night, Rodney Carrington, Just for Laughs, Moscow Ballet—Nutcracker, Celtic Thunder, Stuart McLean, Huron Carol with Tom Jackson, Class Act's Nutcracker.

Goal 6:
To provide opportunity for staff development by building a high level of morale and productivity.

Goal 6: To provide opportunity for staff development for building a high level of morale and productivity.

Employees are the key resource of the Conexus Arts Centre. The Conexus Arts Centre's commitment to customer service is founded on the commitment of our dedicated employees. This is one of the reasons we invest in our employees. Building and sustaining strong customer relationships requires a workforce that is knowledgeable, motivated and innovative. We believe in promoting leadership at all levels and creating a culture that is customer oriented. As of March 31, 2013, The Conexus Arts Centre employed approximately 412 staff, 22 of these being full-time. As a provider of service, The Conexus Arts Centre's staff are critical to ensuring the organization's success in meeting and exceeding customer's needs and being successful as a business in a competitive marketplace.

The Conexus Arts Centre is committed to providing a positive, healthy and safe workplace for it's employees. Key achievements in staff development, morale and productivity include:

Partnership with RWDSU and IATSE: The Conexus Arts Centre management continued to build upon the foundation of the strong working partnership it has developed with The Retail Wholesale and Department Store Union (RWDSU) and the International Association of Theatrical and Stage Employees (IATSE). During 2012-13 The Centre and IATSE came to an agreement regarding subs for the permanent stage positions to reduce overtime.

Leadership Training: Centre staff continued to attend training and leadership development in their various fields of expertise. In 2012-13 many management and staff attended various courses and training sessions. Training manuals were updated in several areas this year.

Succession Planning: Succession planning continued to be a priority in 2012-13. Following departmental reviews the Centre created a new administrative position in the Hospitality Services areas. This position will provide administrative support to the Hospitality Services Manager. A new Chief Engineer was appointed from within the organization. Plans were put in place to cover a maternity leave in the Catering and Convention area and a retirement in the Box Office.

Pay Equity Plan: The Job Equity Maintenance Committee continued to meet during 2012-13.

Personnel Policy Manual: We continued providing a "policies" section in our staff newsletter to remind staff of important operational policies. Security and Safety policies were reviewed and revised. The Centre held Orientation Meetings for new employees to review the Centre's Code of Conduct, Computer and Cellular Phone Policies and expectations, Personnel Policy Manual, Occupational Health and Safety Information and team and Centre expectations.

Goal 7:
To operate in a fiscally responsible Manner.

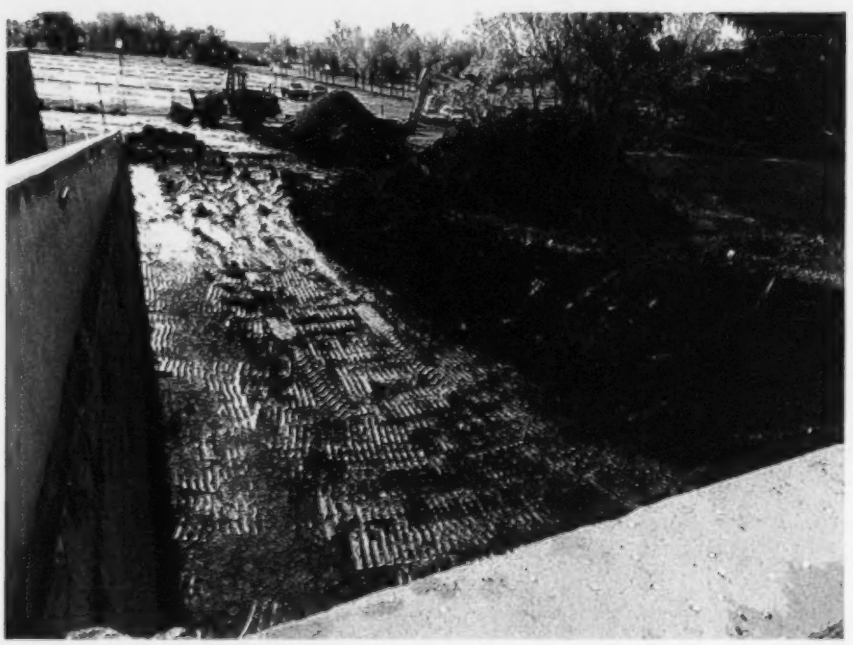
Goal 7: To operate in a fiscally responsible manner.

This goal reflects the Centre's commitment to sound financial management and overall financial accountability. An important part of achieving this goal lies in aligning The Conexus Arts Centre's strategic goals with its financial planning and budgeting processes.

Review of current status: The Audit Committee continued to meet regularly to review the Centre's financial results. Catering and bar departments continued to do an extensive quarterly inventory to track food and liquor costs as well as to identify cost saving opportunities. Price changes, stock levels and specialty items are also monitored. The Centre reviewed and up-dated the five year capital plan. Long term equipment budget was reviewed.

Solicit Funds: Due to increasing costs the Centre is required to actively solicit funds in order to meet the goals and objectives of the Centre.

Corporate Sponsorship Campaign: The Centre continued to work on developing and nourishing sponsorships. The Centre renewed several corporate sponsorships including Sask Blue Cross who increased their financial commitment to the Centre. The patrons sponsorship board in our main entrance was updated to reflect the partnerships and sponsorship levels of our corporate supporters. Our electronic billboard graphic designs were created for a variety of sponsors.



Up-ramp replacement—Summer 2012

SERVING COMMUNITIES

Theatre Statistics

Totals Events	Attendance
161	116,000

Convention Statistics

Totals Events	Attendance
653	145,556

SERVING COMMUNITIES

The Theatre once again played host to a wide variety of events in 2012-2013

APRIL 2012

Do It With Class
Seussical the Musical

Shen Yun

Regina Symphony Orchestra
A German Requiem

Candance Competition
2 Shows

Rock of Ages
3 Shows

MAY 2012

Gerry Dee

Regina Symphony Orchestra
Journey in Time

Elizabeth Smart

Gene Watson

Youth Ballet of Saskatchewan
2 Shows

O'Neill High School Choir

SERVING COMMUNITIES

June 2012

Dance Plus
2 Shows

Dance City
2 Shows

Saskatchewan Express

Danskapades 2012—Martin School of Dance
2 Shows

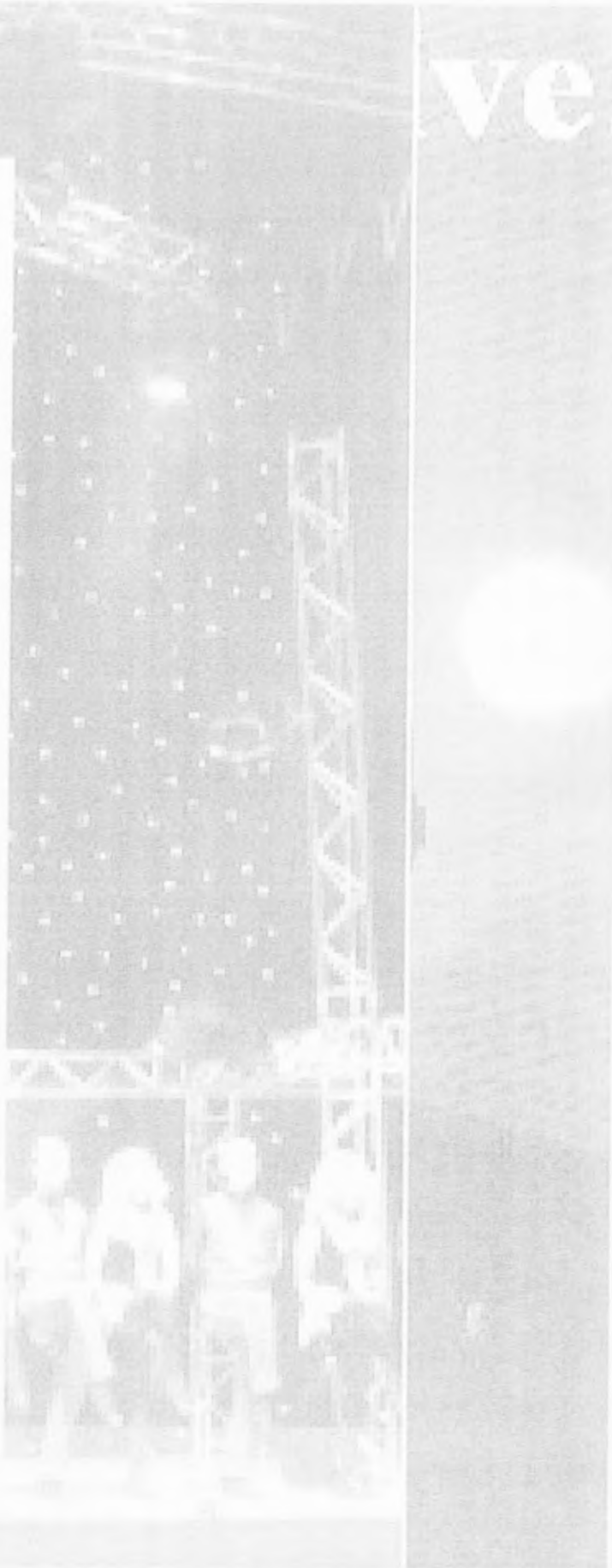
Ronnie Dunn

August 2012

Mamma Mia
4 Shows

Yanni

India in the Park



SERVING COMMUNITIES

September 2012

Senior's Concert

KD Lang

Regina Symphony Orchestra
Opening Night Gala

The Investors Group Comedy Night

October 2012

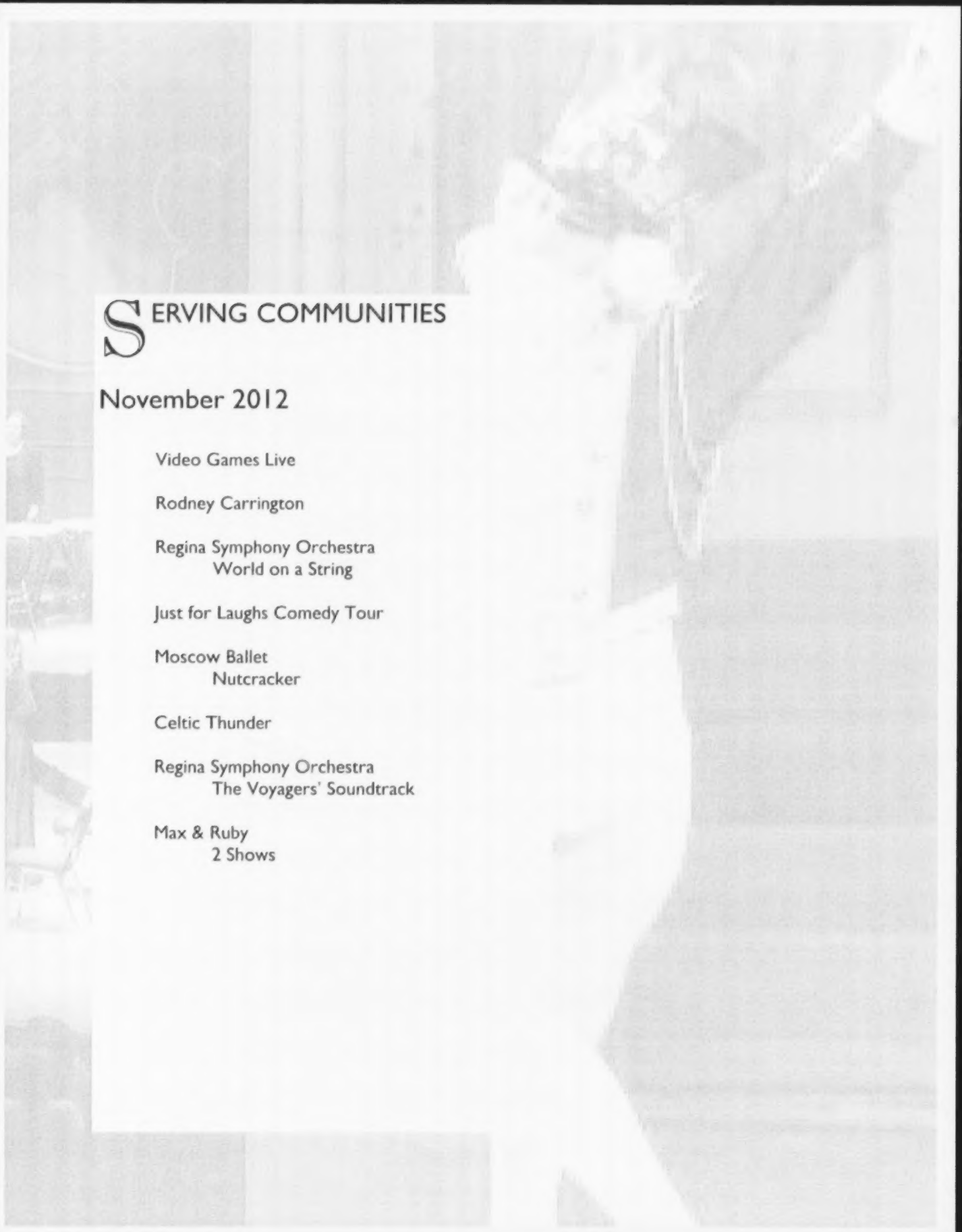
Regina Symphony Orchestra
Meaghan Smith

Elvis, Elvis, Elvis

John Pinette

Beatles Rain

Regina Symphony Orchestra
Russia's Greatest



SERVING COMMUNITIES

November 2012

Video Games Live

Rodney Carrington

Regina Symphony Orchestra
World on a String

Just for Laughs Comedy Tour

Moscow Ballet
Nutcracker

Celtic Thunder

Regina Symphony Orchestra
The Voyagers' Soundtrack

Max & Ruby
2 Shows

SERVING COMMUNITIES

DECEMBER 2012

Regina Symphony Orchestra
Beethoven's Christmas

Stuart McLean & The Vinyl Café

Regina Catholic Schools Christmas Concert

The Huron Carol with Tom Jackson

Jingle Bell Rock with Theory of a Deadman
And Big Wreck

Class Act's Nutcracker Ballet
3 Shows

JANUARY 2013

Regina Symphony Orchestra
Canadian Brass

Blue Rodeo

Strawberry Shortcake
2 Shows

Regina Symphony Orchestra
Une Soiree A Paris

GAMES LIVE™

SERVING COMMUNITIES

FEBRUARY 2013

Regina Symphony Orchestra— Love from Bohemia

Diana Krall

Regina Symphony Orchestra
The Oscars

The Tenors

MARCH 2013

Tegan & Sara

Regina Symphony Orchestra
The Antarctica Symphony

Heart

Jeremy Hotz

Royal Winnipeg Ballet
Sleeping Beauty

Regina Symphony Orchestra
The Little Prince

Optimist Band Festival

MANAGING RISK

Risk Management is key to protecting business interests and future viability. The Conexus Arts Centre is exposed to many different risks in its dual role as a self-financing Theatre and Convention, Catering Business and a representative for the Provincial Government in their commitment to Culture.

The first concern of the Board of Directors and senior management is strategic risk. Failure to properly execute strategy to meet the needs of our clients and the mandate set by the government can dramatically impact the corporation's business. Without an appropriate overall business strategy, the Centre's other interests could be compromised as well.

Therefore, the Centre has identified major risks and potential barriers to success and developed strategies to ensure that these risks and barriers can be addressed by timely identification, assessment and prioritization of risks. We continue to review the management practices at The Conexus Arts Centre and to identify gaps in current risk management practices.

Little Big Town on Stage

The Conexus Arts Centre
Management Report—March 2013

The Conexus Arts Centre—Management Report—March 2013

The management of the Conexus Arts Centre is responsible for the integrity of the accompanying financial statements and all other information in this Annual Report. It is the responsibility of management to prepare financial statements in accordance with Canadian Public Sector Accounting standards.

The accounting systems used by the Centre include an appropriate system of internal controls to provide reasonable assurance that:

- Transactions are authorized.
- The Centre's assets are properly kept and financial reports are properly monitored to ensure reliable information is provided for preparation of financial statements and other information.
- The accounts are properly kept and financial reports are properly monitored to ensure reliable information is provided for preparation of financial statements and other financial information.
- The Centre has complied with authorities.
- And that the Centre operate in a fiscally responsible manner.

Management is responsible for providing reasonable assurance to the Board that the Board's financial information satisfies standards of validity and reliability. The Board reviews financial information prepared by management and discusses relevant matters with management. The Board of Director exercises this responsibility through the Audit Committee, which is composed of Directors who are not employees of the corporation. The Audit Committee meets with management on a regular basis.

The Provincial Auditor of Saskatchewan has audited the Centre's financial statements in accordance with Canadian generally accepted auditing standards. A copy of the Provincial Auditor's opinions on the financial statements is enclosed.

The financial statements have been examined and approved by the Board.

Jim McCrum
Executive Director
June 2013

Pat Beanland
Manager, Finance and Administration

SASKATCHEWAN CENTRE OF THE ARTS

FINANCIAL STATEMENTS

For the Year Ended March 31, 2013

PROVINCIAL AUDITOR
of Saskatchewan

INDEPENDENT AUDITOR'S REPORT

To: The Members of the Legislative Assembly of Saskatchewan

I have audited the accompanying financial statements of the Saskatchewan Centre of the Arts, which comprise the statement of financial position as at March 31, 2013 and the statement of operations and accumulated surplus, statement of change in net financial assets, and statement of cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian public sector accounting standards for Treasury Board's approval, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

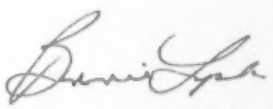
My responsibility is to express an opinion on these financial statements based on my audit. I conducted my audit in accordance with Canadian generally accepted auditing standards. Those standards require that I comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

I believe that the audit evidence I have obtained is sufficient and appropriate to provide a basis for my audit opinion.

Opinion

In my opinion, the financial statements present fairly, in all material respects, the financial position of the Saskatchewan Centre of the Arts as at March 31, 2013, and the results of its operations and accumulated surplus, changes in its net financial assets, and its cash flows the year then ended, in accordance with Canadian public sector accounting standards.



Regina, Saskatchewan
July 10, 2013

Bonnie Lysyk, MBA, CA
Provincial Auditor

1500 Chateau Tower – 1920 Broad Street – Regina, Saskatchewan – S4P 3V2
t 306.787.6398 *f* 306.787.6383 *e* info@auditor.sk.ca
) www.auditor.sk.ca

SASKATCHEWAN CENTRE OF THE ARTS (CONEXUS ARTS CENTRE)
STATEMENT OF FINANCIAL POSITION
As at March 31

	2013	2012
FINANCIAL ASSETS		
Current:		
Cash and cash equivalents	$ 2,039,555	$ 2,139,940
Accounts receivable (Note 4)	250,788	398,740
Inventories held for resale (Note 11)	46,874	46,833
	2,337,217	2,585,513
LIABILITIES		
Accounts payable and accrued charges	650,937	684,899
Advance sales and deposits	855,577	716,865
	1,506,514	1,401,764
NET FINANCIAL ASSETS (Statement 3)	830,703	1,183,749
NON-FINANCIAL ASSETS		
Tangible capital assets (Note 5)	842,731	349,903
Inventories held for consumption (Note 11)	49,585	47,898
	892,316	397,801
ACCUMULATED SURPLUS (Statement 2) (Schedule 2)	$ 1,723,019	$ 1,581,550

Twyla MacDougall-Chair Audit Committee

Rick Mantey-Chair Board

(see accompanying notes to the financial statements)

SASKATCHEWAN CENTRE OF THE ARTS (CONEXUS ARTS CENTRE)
STATEMENT OF OPERATIONS AND ACCUMULATED SURPLUS
For the Year Ended March 31

	Budget 2013 (Note 7)	Actual 2013	Actual 2012
Operating revenue (Schedule 1)	$ 4,637,600	$ 4,505,021	$ 4,441,982
Operating expenses (Schedule 1)	2,437,609	2,277,061	2,335,595
Gross profit	2,199,991	2,227,960	2,106,387
Other revenue:			
Grants from the General Revenue Fund	446,000	446,000	446,000
Impresario revenue	150,000	147,943	135,902
Donations (Note 13)	70,000	61,333	61,333
Investment income	20,000	17,773	21,221
	686,000	673,049	664,456
Other expenses:			
Salaries and benefits	1,895,834	1,909,596	1,861,510
Utilities	445,000	435,759	405,896
General administration	192,500	184,708	194,140
Amortization of tangible capital assets	241,000	203,642	160,835
Impresario expenses	-	25,835	6,748
	2,774,334	2,759,540	2,629,129
Surplus for the year	111,657	141,469	141,714
Accumulated surplus - beginning of year		1,581,550	1,439,836
Accumulated surplus, end of year - to Statement 1		$ 1,723,019	$ 1,581,550

(see accompanying notes to the financial statements)

SASKATCHEWAN CENTRE OF THE ARTS (CONEXUS ARTS CENTRE)
STATEMENT OF CHANGE IN NET FINANCIAL ASSETS
For the Year Ended March 31

	Budget 2013 (Note 7)	Actual 2013	Actual 2012
Surplus for the year	$ 111,657	$ 141,469	$ 141,714
Amortization of tangible capital assets	241,000	203,642	160,835
Acquisition of tangible capital assets	(500,000)	(696,470)	(40,843)
	(259,000)	(492,828)	119,992
Changes in inventories held for consumption	-	(1,687)	6,087
(Decrease) Increase in net financial assets	(147,343)	(353,046)	267,793
Net financial assets, beginning of year	1,183,749	1,183,749	915,956
Net financial assets, end of year – to Statement 1	$ 1,036,406	$ 830,703	$ 1,183,749

(see accompanying notes to the financial statements)

SASKATCHEWAN CENTRE OF THE ARTS (CONEXUS ARTS CENTRE)
STATEMENT OF CASH FLOWS
For the Year Ended March 31

	2013	2012
Cash flows (used in) from operating activities:		
Cash receipts from customers	$ 4,939,628	$ 3,970,385
Cash paid to suppliers and employees	(4,868,649)	(4,784,871)
Investment income	17,773	21,221
Grant received	446,000	446,000
Cash flows (used in) from operating activities	534,752	(347,265)
Cash flows (used in) capital activities:		
Purchase of tangible capital assets	(696,470)	(40,843)
Cash flows from financing activities:		
Donations (Note 13)	61,333	61,333
Net decrease in cash and cash equivalents	(100,385)	(326,775)
Cash and cash equivalents, beginning of year	2,139,940	2,466,715
Cash and cash equivalents, end of year - to Statement 1	$ 2,039,555	$ 2,139,940

(see accompanying notes to the financial statements)

SASKATCHEWAN CENTRE OF THE ARTS (CONEXUS ARTS CENTRE)
NOTES TO THE FINANCIAL STATEMENTS
March 31, 2013

1. Status of Centre

The Board of the Saskatchewan Centre of the Arts is continued under *The Saskatchewan Centre of the Arts Act, 2000*, to maintain, operate and manage the Saskatchewan Centre of the Arts in Regina. The Act also continued the Saskatchewan Centre of the Arts Fund through which all financial transactions are conducted which relate to accomplishing the purposes of the Act.

Effective January 1, 2006 Conexus Credit Union made a donation to the Saskatchewan Centre of the Arts in return for the naming rights of the building. The Saskatchewan Centre of the Arts building is now commonly called the Conexus Arts Centre.

The ongoing operations of the Saskatchewan Centre of the Arts (Centre) are dependent on funding from the General Revenue Fund.

2. Significant Accounting Policies

Pursuant to the standards established by the Public Sector Accounting Board, the Centre is classified as a 'government not-for-profit organization'. These financial statements are prepared using Canadian public sector accounting standards.

The following accounting policies are considered to be significant:

a) Revenue recognition

Operating revenue is recognized at the date of the performance and is recorded net of payments to promoters.

b) Grant from the General Revenue Fund

The grant provided by the General Revenue Fund through the Provincial Capital Commission is recognized in the period the transfer is authorized and any eligibility criteria are met.

c) Tangible capital assets

Tangible capital assets are recorded at cost. Amortization is provided for using the straight-line method over the expected useful life (ranges from 3 to 10 years) of the tangible capital asset, with a full year's amortization taken in the year of acquisition.

d) Inventories held for resale and inventories held for consumption

Inventories of food and liquor are valued at the lower of cost and net realizable value. Cost for food and liquor inventories are determined using the first-in, first-out basis. Other costs such as taxes and transportation are included in the cost of the inventory.

2. Significant Accounting Policies (Continued)

e) Cash and cash equivalents

Cash and cash equivalents consist of cash and short-term deposits of $1,284,677, with effective interest rate of 1.6%, with a financial institution. The deposit matures on September 21, 2013. The short-term deposits are recorded at cost, which approximates market value.

f) Use of estimates

These statements are prepared in conformity with Canadian public sector accounting standards. These standards require management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the period. Actual results could differ from those estimates. Differences are reflected in current operations when identified.

3. Adoption of New Accounting Standards

The Public Sector Accounting Board (PSAB) issued four new accounting standards effective April 1, 2012. PS 1201, Financial Statement Presentation; PS 2601, Foreign Currency Translation; PS 3410, Government Transfers; and PS 3450, Financial Instruments. The Centre's adoption of these new standards had no impact on the Centre's financial statements other than minor changes to the financial statement presentation and disclosure.

4. Financial Risk Management

The Centre's financial instruments are comprised of cash and cash equivalents, accounts receivable, accounts payable and accrued charges, and advance sales and deposits. The carrying value of these financial instruments approximates their fair values as at March 31. The Centre's financial risk relates primarily to credit risk from potential non-payment of accounts receivable. The maximum credit risk to which it is exposed at March 31, 2013 is limited to the carrying value of its accounts receivable. Subsequent to the year-end, a significant amount of accounts receivable have been collected reducing the credit risk. The financial instruments have no significant interest rate risk or liquidity risk.

5. **Tangible Capital Assets**

a) Operating

	2013			2012
	Cost	Accumulated Amortization	Net Book Value	Net Book Value
Theatre equipment	$ 325,981	$ 325,981	$ -	$ -
Convention & catering equipment	504,752	504,752	-	43,300
Office equipment	102,489	95,607	6,882	1,959
Building equipment	807,682	807,682	-	24,406
Bar equipment	134,071	134,071	-	-
	$ 1,874,975	$ 1,868,093	$ 6,882	$ 69,665

b) Capital Campaign (Note 9)

	2013			2012
	Cost	Accumulated Amortization	Net Book Value	Net Book Value
Theatre equipment	$ 1,398,551	$ 570,949	$ 827,602	$ 269,241
Convention & catering equipment	7,834	7,834	-	-
Building equipment	491,658	483,411	8,247	10,997
	$ 1,898,043	$ 1,062,194	$ 835,849	$ 280,238
Total Assets	$ 3,773,018	$ 2,930,287	$ 842,731	$ 349,903

	Cost April 1	Additions in Year	Disposals in Year	Cost March 31
Theatre equipment	$ 1,038,385	$ 686,147	$ -	$1,724,532
Convention & Catering equipment	512,586	-	-	512,586
Office equipment	104,286	10,323	12,120	102,489
Building equipment	1,334,305	-	34,965	1,299,340
Bar equipment	134,071	-	-	134,071
Total 2013	$ 3,123,633	$ 696,470	$ 47,085	$3,773,018
Total 2012	$ 3,082,791	$ 40,843	$ -	$3,123,634

5. **Tangible Capital Assets (Continued)**

	Accumulated Amortization April 1	Amortization in Year	Adjustment to Amortization in Year (Disposals)	Accumulated Amortization March 31	Net Book Value
Theatre equipment	$ 769,143	$ 127,787	$ -	$ 896,930	$ 827,602
Convention & Catering equipment	469,286	43,300	-	512,586	-
Office equipment	102,327	5,400	12,120	95,607	6,882
Building equipment	1,298,903	27,155	34,965	1,291,093	8,247
Bar equipment	134,071	-	-	134,071	-
Total 2013	$ 2,773,730	$ 203,642	$ 47,085	$2,930,287	$ 842,731
Total 2012	$ 2,612,896	$ 160,835	$ -	$2,773,731	$ 349,903

6. **Building and Site**

The building and site have been leased from the Ministry of Central Services (CS), (formerly the Ministry of Government Services), to the Centre for an annual rental of one dollar. The terms of the lease require the Centre to keep the building, and all other property contained therein, in good repair and condition with the provision that any major maintenance, renovations and construction project costing in excess of $5,000 shall be the responsibility of CS. In addition, CS is responsible for charges by the Wascana Centre for services to the land and building as stipulated under *The Wascana Centre Act*. The current lease arrangement expired July 31, 2003. Until a new lease arrangement exists, the terms and conditions of the expired lease continue.

7. **Budget**

These amounts represent the budget approved by the Centre's Board of Directors on March 20th, 2012.

8. **Related Party Transactions**

Included in these financial statements are transactions with various Saskatchewan Crown corporations, ministries, agencies, boards and commissions related to the Centre by virtue of common control or significant influence by the Government of Saskatchewan (collectively referred to as "related parties"). Also, the Centre is related to non-Crown enterprises that the Government jointly owns or significantly influences.

Routine operating transactions with related parties are recorded at the agreed upon rates and are settled on normal trade terms. The following table summarizes the significant routine related party transactions for the year.

8. Related Party Transactions (Continued)

	2013	2012
Accounts receivable	$ 38,946	$ 13,020
Accounts payable & accrued charges	73,711	86,923
Revenues	598,279	444,357
Expenses		
Utilities	386,033	366,249
Supplies, services and maintenance	12,977	9,149
Salaries and benefits	200,670	184,450

Other transactions and amounts due to and from related parties are described separately in the financial statements and the notes thereto.

The Centre purchases all of its liquor through Saskatchewan Liquor and Gaming Authority. The Centre collected and remitted Liquor Consumption Tax of $56,411 (2012 - $55,713) to the Saskatchewan Ministry of Finance. In addition, the Centre pays Provincial Sales Tax to the Saskatchewan Ministry of Finance on all its taxable purchases. Taxes paid are recorded as part of the cost of those purchases.

9. External Restrictions

The Centre maintains an Operating Fund, a Capital Campaign Fund and an Impresario Fund. The Centre uses the Operating Fund to account for the Centre's primary operating activities. The Capital Campaign Fund reports the financial assets and liabilities related to the Centre's campaign to raise funds to address the replacement of its programming equipment and the rejuvenation of the overall appearance of the Centre. The Impresario Fund has no external restrictions and is used for supporting and promoting the arts.

In 1996, the Centre launched the Capital Campaign Fund to raise funds to begin to address replacement of its capital assets including programming equipment and rejuvenation of the overall appearance of the Centre. $1,393,828 (2012 - $2,018,643) is externally restricted to acquire capital assets and to rejuvenate the overall appearance of the Centre. (See Schedule 2)

Under section 24(7) of *The Saskatchewan Centre of the Arts Act, 2000*, the Board is not bound by the directions of any person making a contribution to a restricted fund but the Board shall consider the directions of the person who makes such a contribution. The Board has agreed to honour the restrictions placed by donors.

Although the Centre maintains records of receipts and payments for each fund, it does not maintain separate bank accounts for each fund. The Centre used resources of the Capital Campaign fund and the Impresario Fund to finance activities in the Operating Fund. At March 31, 2013 the Operating Fund owed a total of $594,182 (2012 - $996,504) to the Capital Campaign Fund. The Operating Fund does not pay interest on these amounts and no formal arrangements, including repayment terms, are in place for these loans.

10. Internally Restricted Funds

The Board has restricted the use of $1,239,909 (2012 - $1,117,801) of the net assets available in the Impresario Fund. Accordingly, these net assets are not available for Operating Fund purposes without the approval of the Board. (See Schedule 2)

11. Inventories Held for Resale and Inventories Held for Consumption

Inventories consist of food which is held for consumption and liquor which is held for resale. During the year, the Centre had no write-downs of inventory below cost and no reversals of inventories previously written down. As of March 31, 2013, there was no amount of inventory pledged as security.

12. Pension Plan

The Centre participates in a defined contribution pension plan for the benefit of its employees. The Centre's financial obligation to the plan is limited to making regular payments of 5% of employees' salaries (and 6% of IATSE permanent employees' salaries) for current service. The Centre's annual pension expense for 2013 was $114,748 (2012 - $105,771).

13. Donations

Donations are based on multi-year sponsorship agreements.

Schedule 1

SASKATCHEWAN CENTRE OF THE ARTS (CONEXUS ARTS CENTRE)
SCHEDULE OF REVENUE AND COST OF SALES
For the Year Ended March 31

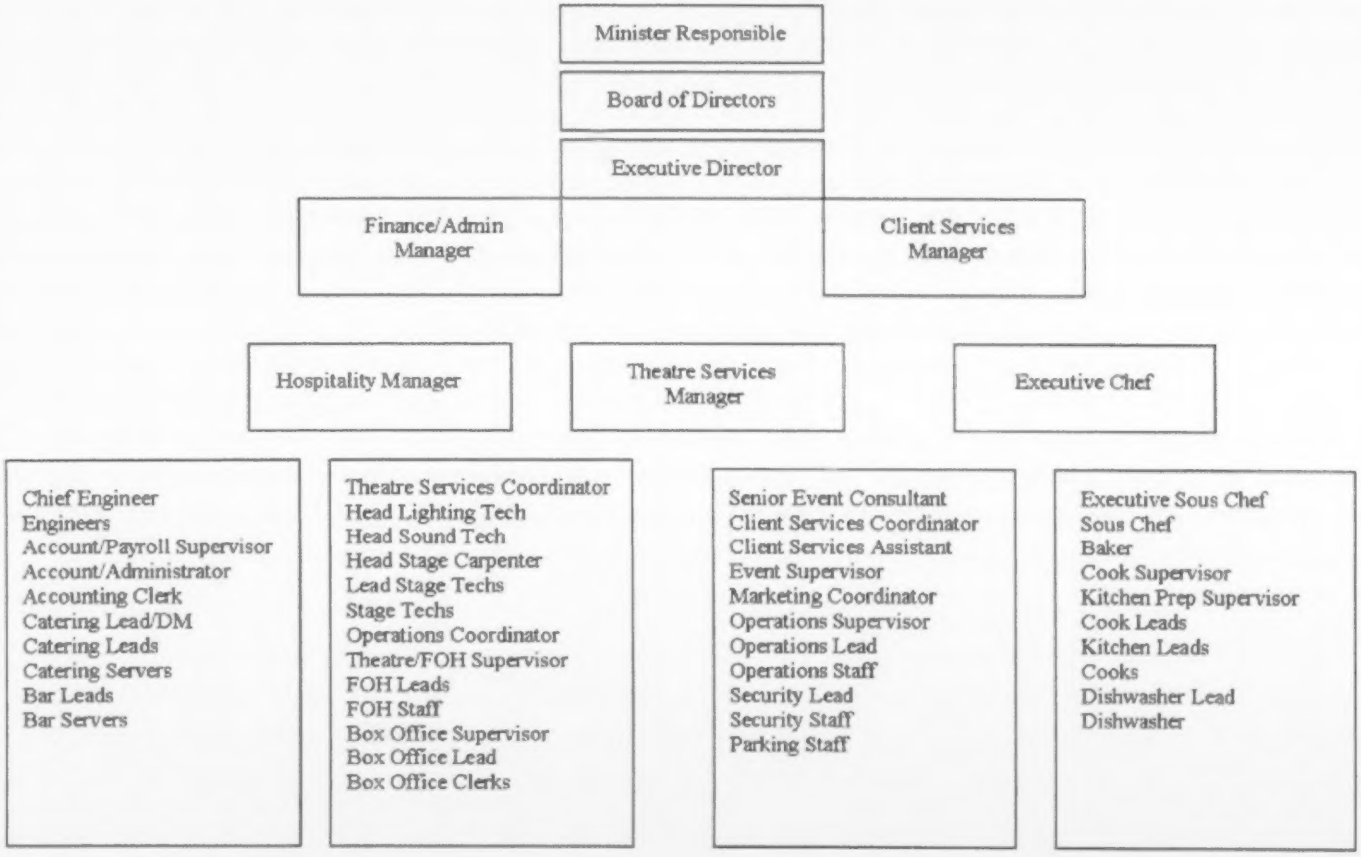
	2013		2012
	Budget (Note 7)	Actual	Actual
Revenue:			
Catering	$ 1,731,600	$ 1,666,411	$ 1,592,582
Refreshment bar	620,000	580,467	644,799
Rentals	825,000	826,615	807,465
Commissions	152,000	113,988	145,933
Coat check	25,000	38,846	29,799
Car park	16,000	18,208	17,293
Sundry	46,500	39,292	37,298
Office rental	48,000	48,267	48,267
Service charges	1,173,500	1,172,927	1,118,546
Total revenues	4,637,600	4,505,021	4,441,982
Cost of Sales:			
Food and beverages	654,000	590,222	633,261
Salaries and benefits	1,411,183	1,215,436	1,328,575
Supplies, services, and maintenance	274,426	310,429	249,590
Other	98,000	160,974	124,169
Total cost of sales	2,437,609	2,277,061	2,335,595
Gross profit	$ 2,199,991	$ 2,227,960	$ 2,106,387

Schedule 2

SASKATCHEWAN CENTRE OF THE ARTS (CONEXUS ARTS CENTRE)
SCHEDULE OF OPERATING, IMPRESARIO & CAPITAL CAMPAIGN FUNDS

	2013			
	Operating Fund	Impresario Fund	Campaign Fund	Total
FINANCIAL ASSETS				
Cash and cash equivalents	$ -	$ 1,239,909	$ 799,646	$ 2,039,555
Accounts receivable	250,788	-	-	250,788
Inventories held for resale	46,874	-	-	46,874
	297,662	1,239,909	799,646	2,337,217
LIABILITIES				
Due to (from) other funds (note 9)	594,182	-	(594,182)	-
Accounts payable and accrued charges	650,937	-	-	650,937
Advance sales and deposits	855,577	-	-	855,577
	2,100,696	-	(594,182)	1,506,514
Net financial assets	(1,803,034)	1,239,909	1,393,828	830,703
Non-financial assets				
Tangible capital assets	6,882	-	835,849	842,731
Inventories held for consumption	49,585	-	-	49,585
	56,467	-	835,849	892,316
Accumulated surplus/(deficit) - to Statement 2	$ (1,746,567)	$ 1,239,909	$ 2,229,677	$ 1,723,019

APPENDIX A
Conexus Arts Centre Organizational Structure



APPENDIX B
Summary of The Conexus Arts Centre's Partners and Stakeholders

Non-Profit Clubs and Organizations: This group consists of ethnic associations, service clubs, sporting clubs, dance schools and others.

International Association of Theatrical And Stage Employees (IATSE): All theatrical aspects of the Centre are done through members of this union.

Retail Wholesale and Department Store Union (RWDSU): The majority of our service employees at the Conexus Arts Centre are members of this union.

Ministry of Central Services: The Ministry of Central Services is the owner and a key stakeholder of The Conexus Arts Centre.

Conexus Credit Union: As our major sponsor Conexus Credit Union and The Conexus Arts Centre are dedicated to working together to facilitate programming to promote arts and culture in Regina.

Canadian Restaurant and Foodservices Association (CRFA) (Saskatchewan Division): The CRFA has approximately 600 members in Saskatchewan.

Tourism Saskatchewan: Tourism Saskatchewan promotes tourism throughout Saskatchewan

Saskatchewan Tourism Education Council: Saskatchewan Tourism Education Council (STEC) provides training and certification for the tourism and hospitality industry.

Regina Regional Opportunities Council: RROC promotes tourism and conferences in Regina

Canadian Federation of Chefs and Cooks: National organization governing Chefs and Cooks

Society of Composers, Authors and Music Publishers of Canada: Society of Composers, Authors and Music Publishers of Canada (SOCAN) ensures copyright laws are adhered to.

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WHERE TO OBTAIN ADDITIONAL INFORMATION

If you have any questions or comments about The Conexus Arts Centre Balanced Statement, or if you have specific questions about the programs and services provided by The Conexus Arts Centre please contact:

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